



# CITY OF LODI COUNCIL COMMUNICATION

**AGENDA TITLE:** Adopt Resolution Awarding the Purchase of Police and Fire Department Narrow-Band Radios to Motorola, Inc., of Schaumburg, Ill., in the Amount of \$249,138.30 and Appropriate Funds (\$135,000)

**MEETING DATE:** September 20, 2011

**PREPARED BY:** City Manager's Office

**RECOMMENDED ACTION:** Adopt a resolution awarding the purchase of Police and Fire Department narrow-band radios to Motorola, Inc., of Schaumburg, Ill., in the amount of \$249,138.30 and appropriate funds of \$135,000.

**BACKGROUND INFORMATION:** The Police and Fire departments have outdated radios that need replacing in order to meet a Federal Communications Commission deadline (January 1, 2013) and allow Lodi public safety officers to communicate with their regional counterparts beginning in March 2012.

Most San Joaquin County public safety agencies are prepared to switch from 25 kilohertz radio frequencies to a 12.5 kHz "narrow band" frequencies in March 2012, less than a year before the FCC's January 1, 2013 deadline. The City of Lodi, however, is behind other County agencies in working toward acquiring the radio equipment that will allow its officers to communicate with other emergency responders. The importance of this "interoperability" was recognized during the attacks on September 11, 2001. This information, including an estimate of costs, was provided to the City Council in the August 2, 2011 Shirtsleeve Session.

Since then, the City Manager reinstituted the Radio Master Plan Committee, which includes members of the Police, Fire, Electric Utility, Public Works departments and City Manager's office. The urgency of purchasing radios at this time emerged for several reasons.

- 1) New radios will allow the Police Department to communicate with its public safety counterparts in March 2012, in addition to meet the FCC narrow-band deadline of January 1, 2013.
- 2) New radios will allow the Fire Department to meet the FCC deadline, in addition to communicate with the Police Department and other fire departments during emergencies.
- 3) Purchasing radios now will provide sufficient time for their delivery, programming and, in some cases, installation in vehicles in time for the County's March 2012 transition date.
- 4) Orders made by September 28, 2011 are eligible to receive a trade-in credit of \$400 per radio, depending on the model. As these are radios needed not only

APPROVED:

Konradt Bartlam, City Manager

to meet a federal mandate, but to ensure our public safety officers can communicate with their counterparts at other agencies, authorizing this purchase at this Special Meeting will save as much as \$28,800.

The committee recommends purchasing narrow-band Motorola radios for the Police and Fire departments. Officers from both departments find that Motorola radios deliver long life in the field under extreme conditions. Additionally, as the Police Department already has Motorola narrow-band portable radios ready for programming, it is more efficient to use one set of software to program all public safety radios. Finally, having a standard radio with the same button placement and feel makes it easier for officers to focus on their surroundings and task at hand rather than trying to remember what model radio they are using and button location.

The Radio Master Plan Committee is composed of Lt. Steve Carillo and Officer Ken Slater from the Police Department; Battalion Chief Jeff Larson and Engineer Jack Casey from the Fire Department; Deputy Public Works Director Charlie Swimley; Electric Utility Electric Operations Superintendent Kevin Riedinger, Information Systems Coordinator Mark White and Communications Specialist Jeff Hood (chairman). The Committee was able to identify efficiencies that will reduce the number of radios purchased and lowers the estimate of nearly \$300,000 provided on August 2, in addition to nearly \$29,000 in potential rebates. Committee members agree this purchase is cost-effective while enhancing the safety of the community and emergency responders.

This purchase includes:

### **Police Department**

The Police Department has already obtained hand-held radios that comply with the FCC mandate and allow officers to communicate with other agencies. Police vehicles, however, still need narrow-band (mobile) radios. This purchase is for 42 Motorola XTL2500 mobile radios for installation in 18 patrol vehicles, 19 unmarked vehicles and five support vehicles (\$104,275.08 plus \$8,081.32 tax for an equipment total of \$112,356.40; an additional \$18,900 estimated for installation at \$450 per vehicle), for a total of \$131,256.40 before a potential rebate of up to \$16,800. These UHF radios are needed to meet the FCC mandate and to allow communications with other law-enforcement agencies. Prices include all ancillary equipment required, such as antennas, mounting gear, etc. Total appropriation requested is \$135,000.

### **Fire Department**

The Fire Department has some hand-held (portable), narrow-band radios, but needs additional portable and mobile (vehicle installed) radios. As some fire agencies will remain on a different band of frequencies, the Fire Department needs radios that will operate on both UHF (ultra-high frequency, 300 megahertz to 3 gigahertz) and VHF (very high frequency, 30 to 300 megahertz) narrow bands, which adds an additional expense.

- 17 Motorola APX7000 dual-band portable radios (\$78,023.20 plus \$6,046.80 tax before potential \$6,800 trade-in rebate). These radios will allow first line firefighters to communicate not only with other firefighting staff, but with Lodi Police officers and other fire agencies because they are capable of transmitting/receiving on UHF and VHF frequencies. Total cost: \$84,070.

- Eight Motorola APX7500 mobile dual band radios (\$35,152 plus \$2,724.28 tax before potential \$3,200 trade-in rebate). These radios will be installed on four engines, one truck, and the battalion chief, division chief and fire chief vehicles. Like the radios above, these have UHF and VHF capabilities. Installation cost is an estimated \$3,600. Total cost: \$41,476.28.

- Five Motorola XTL2500 mobile UHF radios for \$12,399.66 plus \$960.97 tax before potential \$2,000 trade-in rebate. These radios will be housed in the

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department's reserve apparatus. Installation cost is an estimated \$2,250. Total cost: \$15,610.63.

■ One Motorola XTL1500 mobile UHF radio for \$1,368.90 plus \$106.09 tax. There is no trade-in rebate on this model. This radio will be installed in the tractor of the Mobile Operations Center. It is a lighter-weight version of the XTL2500. Total cost: \$1,474.99.

Total Fire Department equipment cost is \$136,781.90 (\$126,943.76 plus \$9,838.14 tax) with potential rebates of up to \$12,000. Installation is an estimated \$6,300 (\$450 each for 14 vehicles) for a Fire Department total of \$143,081.90.

Per Lodi Municipal Code Section 3.20.045, State and Local Agency Contracts, the bidding process may be waived when it is advantageous for the City, with appropriate approval by City Manager and City Council, to use contracts that have been awarded by other public agencies, provided that their award was in compliance with their formally-adopted bidding or negotiation procedures. Purchasing the radios using Los Angeles County contract pricing (contract MA-IS-43070-6) with Motorola saves the City of Lodi time and money.

Federal grant funds, distributed through San Joaquin County, were used to purchase some of the existing compliant Police and Fire radios, but no additional grant funds have been identified that could result in additional purchases needed to meet the County's March 2012 transition. This purchase ensures Lodi's public safety departments will have an interoperable radio system next year.

Funding for these purchases will come from a combination of existing General Fund appropriations and General Fund Capital Outlay funds. Funding for Fire Department radios and installation comes from the \$148,000 in account 7322 – Rental of equipment – that were intended to be used for potential rent related to the replacement of Station 2. Staff is recommending these funds be applied to the costs of radios for the department.

The Fiscal Year 2011/12 Budget also includes a transfer of \$988,750 from the General Fund to the Capital Outlay Fund. Of this amount, \$300,000 was designated as funding for the future replacement of the City's financial systems. Staff proposes to use \$131,256.40 of these designated funds to complete this radio purchase and installation and requests appropriation of \$135,000 to cover those costs.

Today's requested action includes \$25,200 for the estimated cost of mobile radio installation (\$18,900 for Police, \$6,300 for Fire). Staff is securing bids for installation services, and will weigh that cost and potential benefits versus self-installation. If contracting for installation is in the best interest of the City, the Council will be asked to award the contract in October.

Other City departments affected by the FCC's 2013 deadline are the Electric Utility Department and the Community Center Division. The Public Works and Transit Division operate on frequencies that are not subject to the narrow-band mandate. Radio equipment needs of the Electric Utility and the Community Center will be absorbed within the departments' existing and Fiscal Year 2012/13 budgets.

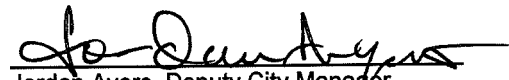
Delaying the purchase means not taking advantage of the trade-in rebate opportunity and the **loss** of interoperable communications in the event the Lodi Police and/or Fire departments are asked to assist, or require assistance from, another County agency after March 2012.

**FISCAL IMPACT:**

Gross costs for the purchase and installation is \$274,338.30. Authorizing the purchase now will result in trade-in savings of \$400 per eligible radio, or up to \$28,800. Equipment costs are \$249,138.30 plus an estimated \$25,200 for installation.

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<b>FUNDING AVAILABLE:</b>	Fire Department 102012.7322	\$143,081.90
	Appropriation requested: Capital Outlay 121 1000.1820	\$135,000.00
	Total	\$278,081.90

  
Jordan Ayers, Deputy City Manager

  
JEFF HOOD  
Communications Specialist  
Chairman, Radio Master Plan Committee

Attachments: Appropriations Adjustment  
Motorola pricing sheet  
Trade-in promotion sheet

**MOTOROLA**

Authorized Manufacturers Representative  
City of Lodi

1700 W. Fremont St  
Stockton, Ca 95203  
Phone: (916) 966-6611  
Fax: (916) 966-4751  
Email: jrnaduri@deltawireless.com

**BUDGETARY**  
**Budgetary Cost & Equipment**

**09/14/2011**

<i>Item</i>	<i>Qty</i>	<i>DESCRIPTION</i>	<i>UNIT PRICE</i>	<i>Customer Price</i>	<i>Extended</i>
1	1	<b>M28QSS9PW1N XTL1500</b>	\$1,600.00	\$1,248.00	
		380-470 Mhz, 40W, 48 ch, Dash Mt, internal speaker, mic	<b>\$0.00</b>	\$0.00	
		G790 P25 Conventional	\$130.00	\$101.40	
		G425 114 Wave Ant	\$25.00	\$19.50	
		Sub Total		\$1,368.90	\$1,368.90
2	4	<b>M21QSM9PW1N XTL2500 Digital Mobile Radio</b>	\$1,497.00	\$1,167.66	
		<b><u>380-470Mhz, 40W, 870 Ch</u></b>	\$0.00	\$0.00	
		G806 P25	\$515.00	\$401.70	
		G48 Conventional	\$275.00	\$214.50	
		G425 114 wave ant	\$25.00	\$19.50	
		G444 Control Head Software	\$0.00	\$0.00	
		G442 Control Head	\$292.00	\$227.76	
		W22 Palm Microphone	\$72.00	\$56.16	
		G67 Remote Mount	\$297.00	\$231.66	
		B18 Speaker	\$60.00	\$46.80	
		Sub Total	\$3,033.00	\$2,365.74	\$9,462.96
3	1	<b>M21QSM9PW1N XTL2500 Digital Mobile Radio</b>	\$1,497.00	\$1,167.66	\$1,167.66
	1	<b><u>380-470Mhz, 40W, 870 Ch</u></b>	<b>\$0.00</b>	\$0.00	\$0.00
	1	G806 P25 Digital	\$515.00	\$401.70	\$401.70
	1	G48 Conventional	\$275.00	\$214.50	\$214.50
	1	G425 114 wave ant	\$25.00	\$19.50	\$19.50
	1	G444 Control Head Software	\$0.00	\$0.00	\$0.00
	1	G442 Control Head	\$292.00	\$227.76	\$227.76
	2	W22 Palm Microphone	\$72.00	\$56.16	\$112.32
	1	G67 Remote Mount	\$297.00	\$231.66	\$231.66
	2	B18 Speaker	\$60.00	\$46.80	\$93.60
	1	<b>GA00092 Dual Control head</b>	\$570.00	\$444.60	\$444.60
	2	G628 Remote Mount cable 17Ft	\$15.00	\$1 1.70	\$23.40
		<b>Sub Total Dual Control Hd</b>			\$2,936.70
4	8	<b>M30TSS9PW1N <u>APX7500 Mobile Dual Band Mid</u> Power</b>	\$2,272.00	\$1,817.60	
		GA00341 UHF Mid power primary	\$0.00	\$0.00	
		GA00308 VHF Secondary Mid power	\$400.00	\$320.00	
		GA00579 Enable Dual Band Operation	\$600.00	\$480.00	
		G806 ASTRO	\$515.00	\$412.00	
		G48 Conventional Software	\$800.00	\$640.00	
		G442 05 Head	\$432.00	\$345.60	
		G444 Control Head software	\$0.00	\$0.00	
		G67 Remote Mt	\$297.00	\$237.60	
		G426 UHF 1/4 Wave 450-470Mhz	\$25.00	\$20.00	
		G299 VHF 114 Wave Ant 150-162Mhz	\$19.50	\$15.60	
		W22 Mic	\$72.00	\$57.60	
		B18 Speaker	\$60.00	\$48.00	
		Sub Total		\$4,394.00	\$35,152.00

5	17	H97TGD9PW1N APX7000 Digital Portable Radio	\$2,632.00	\$2,105.60	
		Lilon 2900mAh Battery, Aantenna, Carry Holder		\$0.00	
		VHF 1-6 Watts, UHF 5 Watts		\$0.00	
		QA00574 VHF Secondary Band	\$0.00	\$0.00	
		QA00571 UHF Range 1, Primary	\$0.00	\$0.00	
		<b>QA00577 Large Color Display and Full Keypad</b>	\$500.00	\$400.00	
		Dual Display, 1250 Channels, Dual Speakers		\$0.00	
		QA00579 Enable Dual Band Operation	\$1,000.00	\$800.00	
		Q806 ASTRO Digital	\$515.00	\$412.00	
		H35 Conventional Software	\$800.00	\$640.00	
		H64 Yellow housing	\$25.00	\$20.00	
		NNTN7080 Single Unit Impres Charger	\$125.00	\$100.00	
		NNTN7038 Spare Battery	\$140.00	\$112.00	
				\$4,589.60	\$78,023.20
6	42	<b>M21QSM9PW1N XTL2500 Mobile</b>	\$1,497.00	\$1,167.66	
		380-470 Mhz, 870 Ch, 10-40 Watt	\$0.00	\$0.00	
		G48 Conventional Software	\$275.00	\$214.50	
		G806 ASTRO	\$515.00	\$401.70	
		G442 Control Head	\$292.00	\$227.76	
		G444 Control Head Software	\$0.00	\$0.00	
		G67 Remote Mount	\$297.00	\$231.66	
		G426 1/4 Wave Antenna	\$25.00	\$19.50	
		B18 Speaker	\$60.00	\$46.80	
		W22 Palm Mic	\$72.00	\$56.16	
		G159 UCM	\$150.00	\$117.00	
		Sub total		\$2,482.74	\$104,275.08

**NOTE: 3rd Qtr Promo. An Additional \$400 off each XTL XTS 2500 or APX 7000 & 7500 with trade in.  
Order must be received by 9/28/11**

**Installation and programming not included**

Equipment:	\$231,218.84
Applicable % Sales Tax:	\$17,919.46
Total:	<u>\$249,138.30</u>

**TERMS: Standard: Net 30 Days from invoice: Purchase order to be made out to Motorola**

**VALIDITY: 28-Sep-11**

**SHIPPING: Standard: FOB Destination**

**DELIVERY: Approx: 4 Weeks - ARO**

**SERVICE: Quotes are exclusive of installation & programming (unless expressly stated)**

**QUOTED BY: Joe Maduri 916 966 6611**



**Contractors Lic#748224  
Authorized Manufacturers Representative**

1. AA# \_\_\_\_\_  
2. JV# \_\_\_\_\_

## CITY OF LODI APPROPRIATION ADJUSTMENT REQUEST

### 6. REQUEST ADJUSTMENT OF APPROPRIATION AS LISTED BELOW

	FUND #	BUS. UNIT #	ACCOUNT #	ACCOUNT TITLE	AMOUNT
A. SOURCE OF FINANCING	1211		3205	Fund Balance	\$ 135,000.00
B. USE OF FINANCING	1211	1211000	1820	Construction in Progress	\$ 135,000.00

### 7. REQUEST IS MADE TO FUND THE FOLLOWING PROJECT NOT INCLUDED IN THE CURRENT BUDGET

Please provide a description of the project, the total cost of the project, as well as justification for the requested adjustment. If you need more space, use an additional sheet and attach to this form.

Appropriation to fund purchase and installation of narrow band radios for Police Department to meet FCC and San Joaquin County timelines

If Council has authorized the appropriation adjustment, complete the following:

Meeting Date: \_\_\_\_\_ Res No: \_\_\_\_\_ Attach copy of resolution to this form.

Department Head Signature: 

### 8. APPROVAL SIGNATURES

Deputy City Manager/Internal Services Manager \_\_\_\_\_ Date \_\_\_\_\_

Submit completed form to the Budget Division with any required documentation.  
Final approval will be provided in electronic copy format.



# TRADE-IN PROMOTION

EARN \$400 TOWARDS A NEW XTS/XTL 2500 OR APX 6000/6000XE/6500 SUBSCRIBER UNIT WHEN YOU TRADE IN YOUR LEGACY RADIOS.



## PRODUCTS

Trade-in MTS/MCS 2000, XTS3000, XTS3500, ASTRO Saber, Spectra, Astro Spectra & Astro Spectra Plus for an XTS/XTL 2500 or APX 6000/6000XE/6500 series radio.

Other radios not mentioned above require business team approval.

## OBJECTIVE

Provide incentive to migrate customers to the current P25 Radio Portfolio. (XTS/XTL 2500 and APX 6000/6000XE/6500).

## KEY TARGETS

Customers that have fielded legacy radio units and looking to replace existing subscribers with P25 Radios.

## TRADE-IN SHIPMENTS

Ship legacy radios along with the shipping form to:

### Motorola Solutions, Inc.

Attn: Board Recovery Line  
1220 Don Haskins  
El Paso, TX 79936

## FOR MORE INFORMATION

Contact your business development planner for any questions you may have:

- Territory 1 – Patricia Capparelli
- Territory 2 & 3 – Jeff Ashton
- Territory 4 – Daniel Sanchez
- Territory 5 – Renata Sardenberg
- Territory 6 & 7 – Michael Costa
- Territory 8 – Ray Melendez
- Enterprise – Brian Blasey

## ORDERING INSTRUCTIONS / PROMOTION GUIDELINES

- Promotion applies to new orders booked to the factory between July 25, 2011 and September 28, 2011. Order must be shippable by October 1, 2011.
- Minimum order quantity of 10 units required.
- Promotion option must be included at the time of order to be eligible for the promotional discount.
- By using the promotion options on the order, customer agrees to trade-in 1 radio for every new XTS/XTL 2500 or APX 6000/6000XE/6500 radio ordered.
- Promotion options can be taken in addition to the Contract discounts.
- Trade-in promotion cannot be combined with any other promotional offer or special package pricing.
- Trade-in equipment and trade-in return form must be shipped to the Motorola address provided by November 30, 2011. Must ship complete radio, not just parts to receive credit. (No batteries or antennas please).
- Please contact your business development planner for pre-paid freight account information.
- Failure to provide trade-in equipment will result in additional invoice to customer in the amount of \$400 per radio.
- Include the following options below when ordering a new XTS/XTL 2500.
  - o H635UV: XTS2500 Promo Option (\$400 Trade-In Credit)
  - o W635GV: XTL2500 Promo Option (\$400 Trade-In Credit)
- Include the following options below when ordering a new APX 6000/6000XE/6500.
  - o H635UT: APX6000/6000XE Promo Option (\$400 Trade-In Credit)
  - o W635GT: APX6500 Promo Option (\$400 Trade-In Credit)
- Applicable to all ship accepted frequency bands (700/800/900/VHF/UHF).
- Promotion does not apply to existing backlog orders and one-liners.
- Promotion does not apply to Rebanding models or upgrades.
- This offer is applicable in the United States and Canada.
- Motorola Solutions, Inc. reserves the right to modify this promotion in whole or in part without prior notice. All decisions made by Motorola Solutions are final.



RESOLUTION NO. 2011-146

A RESOLUTION OF THE LODI CITY COUNCIL AWARDING  
THE PURCHASE OF POLICE AND FIRE DEPARTMENT  
NARROW-BAND RADIOS TO MOTOROLA, INC., AND  
FURTHER APPROPRIATING FUNDS FOR THE PURCHASE

WHEREAS, the Federal Communications Commission has ordered that the City of Lodi Police and Fire Departments use narrow-band radio frequencies beginning no later than January 1, 2013; and

WHEREAS, many San Joaquin County public safety agencies have already switched to a narrow-band frequency, and the San Joaquin County Sheriffs Office will do the same in March 2012; and

WHEREAS, many radios used by City of Lodi emergency responders will not work with their counterparts in March 2012; and

WHEREAS, it is in the interest of the safety of the community and emergency respondersto have interoperable communications; and

WHEREAS, Motorola, Inc., manufactures radios currently used by City of Lodi public safety officers because of its durability and dependability under harsh conditions; and

WHEREAS, per Lodi Municipal Code Section 3.20.045, State and Local Agency Contracts, the bidding process may be waived when it is advantageous for the City, with appropriate approval by City Manager and City Council, to use contracts that have been awarded by other public agencies, provided that their award was in compliance with their formally-adopted bidding or negotiation procedures.

NOW, THEREFORE, BE IT RESOLVED that the Lodi City Council does hereby award the purchase of Police and Fire Department narrow-band radios to Motorola, Inc., of Schaumburg, Ill, in the amount of \$249,138.30; and

BE IT FURTHER RESOLVED that additional funds in the amount of \$135,000 be appropriated from the Capital Outlay Fund for this purchase.

Dated: September 20, 2011


I hereby certify that Resolution No. 2011-146 was passed and adopted by the City Council of the City of Lodi in a special meeting held September 20, 2011, by the following vote:

AYES: COUNCIL MEMBERS – Hansen, Katzakian, Mounce, and  
Mayor Johnson

NOES: COUNCIL MEMBERS – None

ABSENT: COUNCIL MEMBERS – Nakanishi

ABSTAIN: COUNCIL MEMBERS – None

  
RANDI JOHL  
City Clerk